



OREGON TRADE FINANCE GUIDE

& Other Resource Information for Export Assistance

2006 Edition

Inga Fisher Williams

inga.fisherwilliams@mail.doc.gov

U.S. Export Assistance Center

One World Trade Center

121 SW Salmon Street, Suite 242

Portland, OR 97204

This directory does not constitute an endorsement by the Portland USEAC
nor by the U.S. Government of any listed organizations & services.

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INTRODUCTION

This guide is a compilation of local, regional and national export assistance resources with a focus on financing to provide exporters in Oregon with the most current information available.

The Portland U.S. Export Assistance Center (USEAC), see page 5 for details, helps companies that are export-ready and interested in expanding into international markets with marketing assistance, financing information and SBA export loan applications. For services to start-up exporters, see BASICS tab at <http://www.buyusa.gov> and icon for International Trade Resources at <http://www.sba.gov/or>.

Export financing questions may pertain to methods of payment, payment options, risk assessment and mitigation, how to structure a transaction, how to find local contacts for export financing or how to apply for SBA export loans.

A survey of the main Export Trade Finance issues is offered below.

Export Trade Financing Issues

- ❖ The **method of payment** may involve documentary letters of credit, documentary collections, wire transfers, or foreign currency exchange. The International Departments of major banks (pg 7) assist the exporter with these services and can provide technical advice to assist a firm in getting paid for overseas sales, Letter of Credit drafting or review, etc. The USEAC (pg 5) can provide fact sheets.
- ❖ **Financing the export transaction cycle**, requires identifying a source of working capital to fund the export transaction. The needed financing may be pre-shipment financing for the production cycle (materials, inventory, labor), post-shipment financing to extend credit terms, or both. Typically, such financing is available from the commercial lending departments of a bank, particularly a bank's Small Business Lending Divisions. A few banks provide export financing through their international banking departments mainly for receivable financing and larger accounts. Early stage exporters may need a government-guaranty, i.e., SBA export loan guaranty, to get financing. See SBA programs, page 6.
- ❖ Risk mitigation when **extending credit to overseas buyers** may be achieved through due diligence on buyers and risk insurance. Included in this guide are credit agencies that will assist you in evaluating buyer risk, as well as insurance programs that will provide insurance on overseas accounts receivable. See the listing of brokers in the section on Export Credit Insurance (pg 9).
- ❖ The fourth element in trade finance, **buyer financing**, may be an issue, especially for larger transactions. The Export-Import Bank of the United States (EXIM Bank) has a number of programs that can assist buyers of U.S. exports. For agricultural / commodity financing, the U.S. Department of Agriculture can assist (see CCC information, page 13).

EXPORT LICENSING: Regulatory & Control Agencies

There is no separate “export” license aside from the local business license requirement for exporters. While most products can be shipped abroad without special approval by the U.S. government, there are exceptions. These exceptions include prohibited countries, prohibited entities, both businesses and individuals, and prohibited products or goods that require an export license. Usually, the special licensing is for so-called dual-use products which have a military application; they require an application for a ‘validated’ export license. Included here is also the access point for temporary, duty free exports, the ATA Carnet.

(1) Prohibited Countries

The Country Limitation Schedule (CLS) compiled by EXIM Bank identifies legally prohibited countries for U.S. exporters with the footnote #7; see www.exim.gov/tools/country/country-limits.html

(2) Prohibited Entities

The International Money Laundering Abatement and Anti-Terrorism Act make it illegal for U.S. businesses to trade with prohibited companies and individuals. A list of these special designated nationals [SDN] is compiled by the Office of Foreign Assets Control, U.S. Treasury Department. The list is continuously updated, posted online and searchable.

See www.ustreas.gov/offices/enforcement/ofac/index.shtml

(3) Export Licensing for Controlled Products

For the classification of products, regulations for controlled products and countries, information on licensing and applications for a validated license of controlled products are handled by the Bureau of Industry and Security, U.S. Department of Commerce. For general information, see www.bxa.doc.gov

Contact: For application information
Western Regional Office, Bureau of Industry and Security, Newport Beach, California:
Tel: (949) 660-0144 Ext. 112 Fax: (949) 660-9347

(4) Licensing for Military Products and Weapons

For military products, weapons, munitions and some gun components, the U.S. State Department has jurisdiction. For product classification and licensing information, including the new paperless arms export license application, contact www.pmdtc.org or the office in Washington, D.C.:

Contact: U.S. Department of State, Directorate of Defense Trade Controls
2401 E Street, NW, Washington, D.C. 20520
Tel: (202) 636-1282

(5) Temporary Export of Products (Duty Free), ATA Carnet

The Carnet allow for temporary duty free customs clearance of commercial samples, professional equipment and items for exhibitions and fairs into more than 75 countries. Carnets eliminate the payment of VAT and duties and act as a U.S. Customs registration. Carnets can be used for unlimited trips for a period of up to one year. Carnets are now available online; applications have a 24-hour turnaround. See www.uscib.org and click on ATA Carnet Export Service.

Contact: U.S. Council for International Business
Tel: (415) 564-2600

U.S. Export Assistance Center

One World Trade Center
121 SW Salmon Street, Suite 242
Portland, OR 97204
(503) 326-3001
www.buyusa.gov/oregon

The Portland Export Assistance Center helps companies in Oregon and SW Washington who want to increase their export sales and expand into the global marketplace. The Export Center is a quick access point for all federal export assistance programs and offers business counseling in the following areas: information on markets abroad, international contacts, product promotion and export financing and SBA export loan guarantees. The office is staffed by international trade specialists of the U.S. Department of Commerce and the U.S. Small Business Administration who coordinate and leverage federal and state resources in export development assistance.

U.S. Department of Commerce, Commercial Service

- Research and counseling on identifying appropriate international markets
- Identifying potential international agents and distributors
- Participating in international trade exhibitions
- Qualifying international business partners
- Developing international documentation
- E-Commerce Services

U.S. Small Business Administration

- Information on export financing methods, strategies and programs
- SBA loan application information to finance export sales of small business exporters
- Loan packaging services for SBA's Export Working Capital Program applications
- Information on export credit insurance programs and brokers contact list

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scott.goddin@mail.doc.gov

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allan.christian@mail.doc.gov

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inga.fisherwilliams@mail.doc.gov

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gail.snyder@mail.doc.gov

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Commercial Service
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SBA EXPORT FINANCE PROGRAMS

www.sba.gov/oit

The U.S. Small Business Administration (SBA) encourages access to export financing for small businesses by offering lenders a federal guarantee on loans that provide export working capital or export expansion financing to small businesses when the export business is not bankable. SBA guaranteed loans may not exceed \$2 million.

Interest rates for SBA loans are market-based. SBA fees vary by loan maturity, terms and amounts; a personal guaranty may be required and other conditions may apply.

The types of SBA loans for export financing include transaction financing, start-up and market development loans and long term loans for construction, expansion or equipment financing.

A. **Export Working Capital Program** www.sba.gov/financing/loanprog/ewcp.html

For single transactions or multiple sales [line of credit], the Export Working Capital Program (EWCP) provides loans to cover:

- **Pre-shipment:** for the manufacture of goods, to purchase finished goods or services for export.
- **Post-shipment:** to finance receivables from export sales (up to 180 days).
- **Combination:** to finance both the acquisition or production of export goods and services and the resulting accounts receivable.

B. **Export EXPRESS** www.sba.gov/financing/loanprog/exportexpress.html

For a variety of export financing needs, i.e., marketing, transactions, equipment, expansion, etc., up to \$250,000, the Export Express loan is available through SBA Express Lenders. They offer expedited review and processing and quick turn around from SBA.

C. **International Trade Loan Program** www.sba.gov/financing/loanprog/sbaloan/7a.html

Limited to fixed asset uses, i.e., construction, buildings, equipment, etc., this program offers long term financing up to \$1 million to support growing export businesses. When used in combination with an EWCP loan for working capital, SBA's guaranteed loan amount can increase to \$1.25 million.

D. **504 Loan Program** www.sba.gov/financing/loanprog/cdc504.html

Major business expansion, equipment, construction and modernization financing for longer terms [10 or 20 years] and fixed rates based on U.S. Treasury notes is available through SBA designated CDCs (Community Development Corporation) and requires at least 10% equity participation by the borrower.

Contact: Inga Fisher Williams, SBA Regional Export Finance Manager
U.S. EXPORT ASSISTANCE CENTER, One World Trade Center
121 SW Salmon St., Suite 242; Portland OR 97204
Tel: (503) 326-5498 inga.fisherwilliams@mail.doc.gov

INTERNATIONAL BANKING SERVICES

To access international banking services, i.e., opening and negotiating export or import documentary letters of credit, assistance with documentary collections, wire transfers and foreign exchange, contact the international divisions of major banks. Inquiries before negotiating methods of payment are recommended for pricing, correspondent banking relationships and bank services information.

Bank of America

Global Trade Services
Vincent Korea
121 SW Morrison, Suite 700
Portland, OR 97204
Tel: (503) 279-3498
Fax: (503) 223-5741

Bank of the West

International Banking Division
Brooke Park
401 SW Fifth Avenue
Portland, OR 97204
Tel: (503) 225-1724
Fax: (503) 225-1799
bpark@bankofthewest.com

Banner Bank

Christine Martin / Debbie Gelbach
2815 Second Ave., Suite 360
Seattle, WA 98121
Tel: (206) 269-8381
comartin@bannerbank.com
dgelbach@bannerbank.com

Columbia Bank

International Banking
Kathy Peterman, VP & Manager
1102 Broadway Plaza
P.O. Box 2156
Tacoma, WA 98401-2156
Tel: (253) 305-0816
Fax: (253) 272-0105
kpeterman@columbiabank.com

Key Bank National Association

Global Trade Services
Ling Wang
601 108th Ave. NE, 3rd Floor
Bellevue, WA 98004
Tel: (425) 709-4328
Fax: (425) 709-4334
ling_wang@keybank.com

The Commerce Bank

Global Trade Services
Douglas R. Kemper, Director
601 Union Street, Suite 3600
Seattle, WA 98101
Tel: (206) 292-4537
Fax: (206) 625-9457
dougk@tcbwa.com

Union Bank of California

Portland & Seattle - Trade Service Operations
John Brislin, Vice President & Manager
407 SW Broadway
Portland, OR 97205
Tel: (503) 225-2819
Fax: (503) 225-2957
john.brislin@uboc.com

U.S. Bank

International Division
Spiro Papadimos, VP
111SW Fifth Avenue
Portland, OR 97228-6979
Tel: (503) 275-4347
Fax: (503) 275-3437
spiro.papadimos@usbank.com

The Trade Bank - Wells Fargo HSBC

Marcus Hall, Manager
1300 SW Fifth Avenue, MACP 6101-132
Portland, OR 97201
Tel: (503) 886-4154
Fax: (503) 886-4698
hallmarc@wellsfargo.com

SOURCES FOR CREDIT REPORTS

<http://www.creditworthy.com/providers>

[Online listing of providers of credit reports, see sample below]

On Foreign Companies

Credit Reform

Verband der Vereine Creditreform E.V.
Germany
<http://www.creditreform.com/portal/en>

Dun and Bradstreet

<http://www.dnb.com>
Customer Service:
(800)234-3867

Local contact:
Matt Jackel
825 NE Multnomah, Ste 905
Portland, OR 97232
Tel: (503) 228-0588
Also providers of purchasing and marketing
department reports.

Graydon America, Inc.

<http://www.graydonamerica.com>

Coface North America

<http://www.coface-usa.com/>
(877) 626-3223

Kreller Business Information Group

<http://www.kreller.com>

Owens Online Inc.

<http://www.owens.com/>
(800) 745-4656

On U.S. Companies

Equifax Canada Inc

<http://www.equifax.ca>

Experian

<http://www.experian.com>
smallbusiness@experian.com

National Association of Credit Management

Kathy Linscott
7931 NE Halsey, Suite 200
Portland, OR 97213
Ph: (971) 230-1164
Fax: (971) 230-1165
klinscott@nacmoregon.org

EXPORT CREDIT INSURANCE

Export Credit Insurance is specialized insurance to protect against non-payment due to the commercial and/or country risk when selling on open account terms into export markets. Commercial coverage protects against a buyer's nonpayment and political coverage protects against default due to war or adverse sovereign actions. Export credit insurance may give exporters a competitive advantage and lenders will often add insured accounts receivables to a customer's borrowing base, thereby increasing the availability of working capital financing. Private sector and government policies are offered through brokers.

Brokers active in the Pacific Northwest and Montana:

AON Trade Credit Services, Inc.

James Morrell
199 Fremont St., Ste. 400
San Francisco, CA 94105
Tel: (415) 486-7267
Fax: (866) 243-5071
james_morrell@ars.aon.com

Atradius

Michael Lee, Regional Manager
West Region Sales
P.O. Box 5399
Aloha, OR 97006-0399
Tel: (503) 649-7722
Mob: (503) 881-7722
Fax: (503) 649-7753
michael.lee@atradius.com
www.atradius.us

Coface North America

David P. Byko
9900 SW Greenburg Rd, Suite 245
Portland, OR 97223-5405
Tel: (503) 624-6800
Fax: (503) 624-5700
david_byko@coface-usa.com

Credit Insurance Source

Stu Schechter
21 Union St.
Matawan, NJ 07747
Tel: (732) 566-1664
Fax: (732) 441-9585
stuschechter@optonline.net

Euler Hermes

Mike Lyons
1001 SW Westwood Dr.
Portland, OR 97239
Tel: (503) 452-7300
Fax: (503) 452-7374
michael.lyons@eulerhermes.com
www.eulerhermes.com

International Risk Consultants, Inc.

Ken Carraro
2526 SW Boundary St.
Portland, OR 97239
Tel: (503) 246-0483
Fax: (503) 246-0482
Cell: (503) 703-3523
kcarraro@irc-group.com
www.irc-group.com
[IRC is a member of International Credit Brokers Alliance,
www.icba-online.com]

MERIDIAN Finance Group

Gary Mendell
1247 7th Street, Suite 200
Santa Monica, CA 90401
Tel: (310) 260-2130
Fax: (310) 260-2140
gmendell@meridianfinance.com
www.meridianfinance.com

NaviTrade Structured Finance LLC

Colorado office:
6523 West Gould Dr.
Littleton, CO 80123
Tel: (303) 652-2400/(303) 347-0140
Fax: (303) 632-2690
www.navitrade.com

Export-Import Bank Policy Small Business Export Credit Insurance

http://www.exim.gov/products/insurance/small_bus_multi_buyer.html

NON-BANK LENDERS

Transaction financing from non-bank lenders may assist companies that are not able to qualify for bank financing or government-guaranteed loans.

Cascadia Revolving Fund

Raymond Lanza-Weil, Manager
2069 NE Hoyt St
Portland, OR 97232
Tel: (503) 235-9635
Fax: (503) 235-1233
raymond@cascadiafund.org
www.cascadiafund.org

Willamette Financial Services

Herm Roberts, owner
11535 SW Durham Road
Portland, OR 97224
Tel: (503) 639-6171
Fax: (503) 639-6231
hroberts@willamette-financial.com

Production Finance International, LLC

Clay Freeman
144 Railroad Ave,
Edmonds, WA 98020
Tel: (425) 776-3536
(425) 778-6691
clayf@productionfinance.com
www.productionfinance.com

The Commercial Finance Group

Aaron Berg
4747 SW Kelly Avenue, Suite 100
Portland, OR 97239
Tel: (503) 819-4500

- Factoring
- Revolving line
- P.O. (vendor) financing
- Foreign A/R with insurance
- A/R management programs

King Trade Capital

5944 Luther Ln., Suite 300
Dallas, TX 75225
Tel: (214) 368-5100
Fax: (949) 368-5105
www.kingtradecapital.com

MFR Funding Group.

Bart Fenmore
62 Columbia
Rancho Mirage, CA 92270
Tel: (760) 324-1516
Fax: (800) 579-4441

- P.O. Financing
- Letters of Credit
- Import Finance

bfenmore@mfrgroup.net
www.mfrgroup.net

FINANCE COMPANIES

Advanced Mortgage Resources

6400 SW Canyon Ct., # 100

Portland, OR 97221

Tel: 503.292.7999

Fax: 503.291.0222

www.mtgglender.com

- direct lender and full service Mortgage Broker
- residential, investment, construction & commercial loans for purchase
- credit lines
- second mortgages
- borrower education

Capital Associates

Jim Botsford

2594 East Barnett Road, Suite C

Medford OR, 97504

Tel: 541.773.3377

Fax: 541.773.3407

- provide businesses with solution to their cash flow needs through the purchase of their accounts receivable
- provide international and domestic trade financing backed by pre-sold orders
- work with start-ups, rapid growth, and high leveraged companies

BFI Business Finance

Phil Carman

10260 SW Greenburg Rd., #400

Tigard, OR 97223

Tel: 503.293.7395

Fax: 503.293.7396

pcarman@bfifinance.com

- lines of credits of \$50,000 to \$2,000,000 to businesses where bank financing is inadequate or unavailable
- work with start up companies facing super-normal growth or turnaround situations
- work with manufacturers, distributors and service companies
- asset based lenders using Accounts Receivable Inventory, and or equipment as collateral

VENTURE CAPITAL COMPANIES

Fluke Venture Partners

11400 SE 6th St., Ste.230
Bellevue, WA 98004

Tel: 425.453.4590

Fax: 425.453.4675

www.flukeventures.com

- Venture capital firm
- Invests in early and later stage companies located in the Pacific Northwest
- Primary preferences include information technology, healthcare, specialty retail and companies providing innovative business and consumer services

OVP

5550 SW Macadam, Suite 300
Portland, OR 97234

Tel: 503.697.8766

Fax: 503.697.8863

- Leading technology-focused venture capital firm in the Pacific Northwest
- Equity investments in early stage companies

Veber Partners

605 NW 11th Ave.

Portland, OR 97204

Contact: Gayle Veber

Tel: 503.345.5480

Fax: 503.227.5067

gveber@veber.com

- Private Investment Banking for Northwest Companies
- Financial Advisory Services
- Raising capital, company sales, strategic partnering, ownership transitions, financial restructuring, strategic decision-making for mid-market companies

Pacific Horizon Ventures, Inc.

1001 4th Ave Plaza, #4105

Seattle, WA 98154

Tel: 206.682.1181

Fax: 206.682.8077

phv@pacifichorizon.com

- Invests in venture-stage technology companies in the life science industry
- Actively seeking early stage opportunities in North America

Marsh USA

111 SW Columbia, #500

Portland, OR 97201

Tel: 503.248.6400

Fax: 503.248.6595

- Leading international risk consulting, insurance and reinsurance brokering, employee benefits and financial services groups

D.A. Davidson & Co.

Norman B. Duffett, Managing Director

Two Centerpointe Dr, Suite 400

Lake Oswego, OR 97035-8629

Tel: 503.603.3069

Fax: 503.603.3065

nduffett@dadco.com

www.dadco.com

- Regional investment bank raising capital and selling businesses for corporate clients in the Pacific Northwest and Rocky Mountain States
- Provide custom corporate financial solutions
- Registered broker/dealer with the Security and Exchange Commission, Member of the National Association of Securities Dealers and the Securities Investor Protection Corporation

WESTERN U.S. AGRICULTURAL TRADE ASSOCIATION [WUSATA]

U.S. DEPARTMENT OF AGRICULTURE

www.wusata.org

**Also See Information on Oregon Department of Agriculture and
Commodity Credit Corporation, USDA – pg 14**

The Western United States Agricultural Trade Association [WUSATA] is funded by the Foreign Agricultural Service (FAS), USDA, and helps agri-businesses to develop and expand their export sales. WUSATA is one of four non-profit regional trade groups and serves 13 Western States [Alaska, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, **Oregon**, Utah, Washington, Wyoming].

PROGRAMS:

- **Company Matching Funds**
Also called 'branded program', it reimburses qualified companies for 50% of the costs of promoting branded products in the foreign market(s) of their choice. Companies must be pre-qualified and may claim reimbursements for half of eligible promotional expenses, i.e., trade shows, travel to international shows, in-store demonstrations, point-of-sale materials, print and broadcast advertising, etc. Pre-qualification worksheets available on the WUSATA web site.
- **Industry Programs**
Two or more companies can participate in industry-wide projects managed jointly by WUSATA staff and marketing specialists from member States' Department of Agriculture. Funded activities include trade missions, trade shows, in-store promotions, market research, trade seminars, etc. Application for funds is through member States' agricultural departments. Individual companies can apply to either WUSATA or their own State's Department of Agriculture, International Division.
- **Export Readiness Seminars**
For new-to-market or new-to-export firms; free advice from technical specialists.

Contact:

WUSATA
4601 NE 77th Ave Ste 200
Vancouver, W A 98662
Tel: (360) 693-3373
Fax: (360) 693-3464

Andy Anderson, Executive Director
andy@wusata.org

Bob Gerber, IT Coordinator bob@wusata.org

Alexa Byers Hamilton, Branded Program Director
alexa@wusata.org

COMMODITY CREDIT CORPORATION
FOREIGN AGRICULTURAL SERVICE, USDA
www.fas.usda.gov/excredits/cccapp.html

Export credit guarantees for purchases of US agricultural commodities are offered through a variety of programs available through the Commodity Credit Corporation. Coverage is typically 98% of the port value of the export item. Two major programs provide coverage for short term and medium term credits:

- (a) GSM 102 – for a period of 6 months to 3 years and
- (b) GSM 103 -- for more than 3 years

Under both programs, CCC underwrites credit extended by the private US banking sector for food and agricultural products sold to foreign buyers using dollar-denominated irrevocable letters of credit. The letters of credit must be opened by a CCC-approved foreign bank. Any product must be 100% US origin; manufactured inputs, i.e., pesticides, fertilizers, machinery, etc., are not covered.

Steps for Reviewing CCC' Export Credit Guarantee Program Eligibility:

1. Identify current CCC coverage for export product and target country
2. Identify banks in importing country that are CCC approved.
3. Identify participating US bank.
4. Request letter of credit for transaction from eligible foreign bank
5. Apply for CCC approval

-
- **The National Bank of Cooperatives** is very active in financing agricultural exports using USDA programs.

Website: <http://www.cobank.com/default.htm>

Contact: CoBank, International Division
 Candace Roper, Sr. VP & Manager
 P.O. Box 5110
 Denver, CO 80217
 Tel: (303) 740-4054
cropper@cobank.com

- **Farmers Financial Services**

Contact: Charles Vichery
 2880 NW Boca Raton Blvd, Suite 4
 Boca Raton, FL 33431
 Tel: (561) 338-6848, ext. 202

EXPORT IMPORT BANK OF THE UNITED STATES

www.exim.gov

The Export Import Bank of the United States (EXIM Bank) is the primary U.S. agency charged with providing financing support for American exports through credit risk protection and lending or loan guaranty programs.

EXIM Bank programs fall primarily into three categories:

- 1) Working Capital Guaranty Program (see also SBA's EWCP program, pg 5)
- 2) Loan guarantees to foreign buyers of U.S. goods and services
- 3) Credit insurance on open account sales (see Export Credit Insurance, pg 9)

For small exporters EXIM has a special program; see Small Business Export Credit Insurance website: www.exim.gov/products//insurance/index.html.

Contact: **EXIM Bank field representative for Oregon**
 San Francisco Office
 Jim Lucchesi, Business Development Officer
 250 Montgomery St, 14th floor
 San Francisco, CA 94101
 Tel: (415) 705-2285
 Fax: (415) 705-1156

EXIM Bank, Western Regional Office
 David W. Josephson, Director
 One World Trade Center, Suite 1670
 Long Beach, CA 90831
 Tel: (562) 980-4585
 Fax: (562) 980-4590

EXIM Bank's toll-free hotline, **1-800-565-EXIM**, provides information on seminars and the programs available to finance the sale of U.S. goods and services abroad.

OVERSEAS PRIVATE INVESTMENT CORPORATION

www.opic.gov

The Overseas Private Investment Corporation (OPIC) provides project financing, loan guarantees or insurance on foreign investments and a variety of investor services for U.S. companies in some 140 developing nations and emerging economies throughout the world.

Finance - To foster investment, OPIC offers medium - and long-term project financing. Direct loans are available for projects sponsored by American small businesses. For large projects, OPIC will guarantee loans to projects sponsored by U.S. investors, starting at \$2 million per project. OPIC also sponsors several funds offering equity capital for investment projects in targeted countries.

Insurance - To mitigate the risks of investing overseas, OPIC insures U.S. investments against political violence, inconvertibility of currency, and expropriation.

Investor Services - For companies considering overseas investment, OPIC offers a variety of fee-based services including feasibility studies, investment missions, a database of business opportunities, and business outreach.

Contact: **General Information**
Tel: (202) 336-8400

OPIC Small Business Hotline
Tel: (202) 336-8700/1-800-225-5722
Fax: (202) 336-8701
ins.sbg@opic.gov
smallbiz@opic.gov

Finance
Bruce Cameron, Senior Investment Officer
1100 New York Avenue
Washington, D.C. 20527
Tel: (202) 236-8745
Fax: (202) 218-0247

MULTILATERAL DEVELOPMENT BANKS (MDBs)

The U.S. Department of Commerce assists U.S. firms with information on MDB-funded project opportunities, ensuring that project information is available on a timely basis. Liaison officers located in each of these institutions identify projects at the earliest stage possible and serve as advocates for U.S. bidders. Registry in the DACON system (<http://tenders.dgmarket.com/dacon>) is required for consultants to be eligible to bid on MDB projects. The MDBs assist primarily developing countries in financing social and economic infrastructure and privatization projects.

Subscription fees for individual bank publications and on-line information services may apply. For subscriptions to MDB publications contact each bank directly.

African Development Bank

www.afdb.org

Ron Soriano, Sr. Commercial Officer

Ronald.Soriano@mail.doc.gov

Regional Directors Office, ANESA

U.S. Commercial Service

14th and Constitution Ave., NW

Washington, D.C. 20036

Tel: (202) 482-3896

Fax: (202) 482-5179

www.buyusa.gov/afdb

Asian Development Bank

www.adb.org

Mr. Frank Foster, Director

Frank.Foster@mail.doc.gov

Office: manila.adb.office.box@mail.doc.gov

25/F Ayala Life/FGU Center

6811 Ayala Ave., Makati City 1226

Philippines

Tel: (63-2) 887 1345/1346

Fax: (63-2) 887 1164

www.buyusa.gov/adb

European Bank for Reconstruction & Development

www.ebrd.org

Ms. Alice Davenport, Senior Commercial Officer

Alice.Davenport@mail.doc.gov

U.S. Commercial Liaison Office to the EBRD

CS-EBRD, Box 33

American Embassy

24 Grosvenor Square

London W 1A 1AE

Tel: (44) 20 7588-8490

Fax: (44) 20 7588-8443

Inter-American Development Bank

www.iadb.org

Mr. Gene Harris, Director

Commercial Liaison Office

Gene.Harris@mail.doc.gov

Ms. Barbara White

Commercial Liaison

Barbara.White@mail.doc.gov

Commercial Liaison Office to the IDB

Office of the US Executive Director

1300 New York Avenue, NW

Mail Stop E 0209

Washington, DC 20577

Tel: (202) 623-3821/3822

Fax: (202) 623-2039

www.buyusa.gov/idb

World Bank

www.worldbank.org

Mr. William Crawford, Director

Commercial Liaison Office

Wcrawford@worldbank.org

Office of the U.S. Executive Director

1818 H Street, NW

Washington, DC 20433

Tel: (202) 458-0120 / 0118

Fax: (202) 477-2967

U.S. TRADE DEVELOPMENT AGENCY

www.tda.gov

The U.S. Trade Development Agency (TDA) provides grants to foreign countries for feasibility studies and other planning services for major projects in those countries. U.S. companies or consortia must perform TDA-funded studies. The host country plays an active role in developing the scope of work for the study, selecting (on a competitive basis) the U.S. firm to complete it, and then monitoring the progress of the study. By participating in a TDA-funded study, a U.S. company is usually able to establish a presence in the country and initiate what could well develop into a long-term relationship with host country officials and project managers leading to additional business opportunities.

TDA operates in developing and middle-income countries. The types of projects that TDA funds include energy and natural resource development, transportation, telecommunications, and the environment. TDA reviews project proposals to determine whether they meet project criteria, e.g., being an economic development priority for the country, creating U.S. export potential, and falling within funding availability.

Feasibility Studies

TDA funds studies to determine the technical, economic and financial feasibility of major development projects. Feasibility studies provide detailed data that support decisions on whether and how to proceed with project implementation. Host countries using competitive procedures select feasibility study contractors. Requests for proposals are listed in *Commerce Business Daily**.

*For on-line information on *Commerce Business Daily*, please go to <http://cbdnet.access.gpo.gov>

TDA Bi-Weekly

TDA publishes a newsletter called the *TDA Bi-Weekly*, which provides U.S. suppliers and manufacturers with up-to-date information on TDA supported projects. Small businesses may identify subcontracting opportunities through the publication. To sign up for a subscription, go to <http://www.tda.gov/pipeline/index.html>

U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

www.info.usaid.gov

The U.S. Agency for International Development (USAID) implements U.S. foreign economic assistance programs in nearly 100 countries throughout the developing world by providing loans and grants to eligible countries to support technical assistance projects and economic development programs which often require the procurement of services and/or commodities from U.S. suppliers.

USAID's Center for Trade and Investment Services promotes increased business activity between U.S. businesses and foreign entrepreneurs in Asia, the Near East, Africa, Latin America, Eastern Europe, and the Newly Independent States of the former Soviet Union. CTIS provides information on USAID-financed procurement opportunities.

Contact: USAID
Tel: (202) 712-4810

U.S. Agency for International Development, Center for Trade and Investment Services
Washington, DC 20523-0229
Tel: 1 (800) USAID-4-U

GLOBAL TRADE & TECHNOLOGY NETWORK (GTN)

www.usgtn.net

The Global Trade & Technology Network (GTN), funded by USAID and implemented by the International Executive Service Corps (IESC), assists companies in international trade with assistance in direct purchases and sales, joint ventures and franchise or licensing agreements.

Interested firms must register to receive a password [online & free] and have access to trade and investment leads.

GTN works in partnership with the US-Asia Environmental Partnership Program [<http://www.usaep.org>] and the Eurasian-American Partnership for Environmentally Sustainable Economies (EcoLinks) [<http://www.ecolinks.org>].

Contact: Global Technology Network
1001 State Street, Suite 806
Erie, PA 16501
Tel: (814) 456-1005
info@usgtn.net

US SMALL BUSINESS ADMINISTRATION, Portland District Office

www.sba.gov/or

The U.S Small Business Administration offers loan guarantees for all types of business loans. The loans may be used for start-up or expansion capital, working capital and fixed asset financing.

Other non-export program assistance, i.e., Minority Enterprise Development, Women Entrepreneur or Veterans Enterprises, or information on government contracting is also available through the Portland SBA Office.

Targeted for exporters are three loan programs (see page 6).

Contact for

Business Loan Information:

Sue Richardson
Business Service Center Representative
U.S. Small Business Administration
Portland District Office
601 SW Second Avenue, Suite 950
Portland, OR 97201-3192
Tel: (503) 326-2682
sue.richardson@sba.gov

Contact for

Export Financing:

Inga Fisher Williams
Regional Export Finance Manager
U.S. Small Business Administration
US Export Assistance Center, Portland
Tel: (503) 326-5498
inga.fisherwilliams@mail.doc.gov

BUSINESS RESOURCE CENTER

The Portland Business Resource Center offers businesses access to information in a large variety, i.e., books, periodicals, video and on-line. Computer software programs for business planning, projections, and loan applications are available.

The Business Resource Center is located in the SBA District Office; its services are free.

Contact:

SCORE, Counselors to America's Small Business
601 SW Second Avenue, Suite 950
Portland, OR 97201-3192
Tel. (503) 326-3441

STATE OF OREGON

www.econ.state.or.us

International Division, OECDD

Ron Fox, Business & Trade Development Manager
One World Trade Center, Suite 300
121 SW Salmon St
Portland, OR 97204
Tel: (503) 986-0066

Oregon Department of Agriculture

Development & Marketing Division
1207 NW Naito Parkway, Suite 104
Portland, OR 97209-2832
Tel: (503) 872-6600
Fax: (503) 872-6601

Oregon Economic & Community Development Department (OECDD)

775 Summer Street NE
Salem, OR 97301
Tel: (503) 986-0110
Fax: (503) 581-5115

ODA Export Service Center

(Assistance and Testing)
Jeff Hyatt, Export Lab Manager
1207 NW Naito Parkway
Portland, OR 97209
Tel: (503) 872-6630
Fax: (503) 872-6615

Business Finance, OECDD

775 Summer Street NE
Salem, OR 97301
(503) 986-0165

Oregon Dept. of Agriculture, Main Office

Katy Coba, Director
635 Capitol Street, NE
Salem, OR 97301-2532
Tel: (503) 986-4551
Fax: (503) 986-4747

OECDD International Division

Helping Oregon business and industries compete globally is the primary focus of the International Division. Markets of particular focus include Japan, Korea, Taiwan, the European Union, China, Mexico, Canada, ASEAN and Mercosur. State representatives located in China, Taiwan, Japan, Korea, the United Kingdom and Mexico help industry sectors and individual companies develop and foster important business and government contacts.

Trade managers are specialists in global marketing with private sector experience and assist Oregon companies to develop and expand their export markets. They help Oregon companies with:

- Preliminary market assessment
- Qualified agents and distributors search
- Direct sales opportunities and project bidding opportunities
- Company background investigation
- Industry specific analysis
- One-on-one business meetings and matchmaking
- Overseas trade leads
- International trade shows
- Trade mission
- Product seminars
- Consultation on government policy and regulation
- Grant funds for official trade missions and trade shows overseas

OREGON MANUFACTURING EXTENSION PARTNERSHIP

www.omep.org

The Oregon Manufacturing Extension Partnership offers on-site consulting to manufacturing companies regarding manufacturing procedures, new technologies, quality control, energy and resource efficiency and best practices.

Experienced consultants with specific industry knowledge work directly with the company staff; deliver services in concert with other state and local partners to help businesses compete in a global economy.

Specialty Areas for Assistance:

- Value Stream Mapping
- Visual Workplace
- Set up Reduction
- Cellular Manufacturing
- Pull System
- Total Preventive Maintenance
- Activity based costing (ABC)
- ECommerce
- Facility Planning

Contacts: Patrick Murphy
 18640 NW Walker Road, Suite 1052
 Beaverton, OR 97006
 Tel: (503) 725-2660
 Fax: (503) 725-2661

OREGON SMALL BUSINESS DEVELOPMENT CENTER NETWORK

www.bizcenter.org

BLUE MOUNTAIN CC

LINN-BENTON CC

*Oregon Trade Finance Guide & Resource Information for Export Assistance, 2004 edition
 U.S Export Assistance Center, Portland – U.S. Small Business Administration, Portland District Office*

ART HILL, Director
2411 N.W. CARDEN
MORROW HALL-M-11
PENDLETON OR 97801
(541) 276-6233 Fax 276-6819
1-888-441-7232 (Toll Free Within Oregon)
ahill@bluecc.edu

CENTRAL OREGON CC

BETH WICKHAM, Director
2600 NW COLLEGE WAY
BEND, OR 97701
(541) 383-7290 Fax 317-3445
bwickham@cocc.edu

CHEMEKETA CC

JIMMIE WILKINS, Director
365 FERRY STREET SE
SALEM OR 97301
(503) 399-5088 Fax 581-6017
jimmiew@chemeketa.edu

CLACKAMAS CC

TIM SHEA, Director
7736 SE HARMONY ROAD
MILWAUKIE OR 97222
(503) 656-4447 Fax 650-7358
tshea@clackamas.edu

CLATSOP CC

REED DAUGHERITY, Director
7736 SE Harmony Rd
Astoria OR 97103
(503) 738-3347 Fax 738-7843
rdaugherty@clatsopcc.edu

COLUMBIA GORGE CC

BOB COLE, Director
400 E SCENIC DRIVE, SUITE 257
THE DALLES OR 97058
(541) 298-3118 Fax 298-3119
bcole@cgcc.cc.or.us

DENNIS SARGENT, Director
6500 SW PACIFIC BLVD.
ALBANY OR 97321
(541) 917-4923 Fax 917-4831
dennis.sargent@linnbenton.edu

MT. HOOD CC

HEATHER SULLIVAN, Interim Director
323 NE ROBERTS STREET
GRESHAM OR 97030
(503) 491-7658 Fax 666-1140
sullivah@mhcc.edu

OREGON COAST

GUY FAUST, Director
1206 S.E. 48th STREET
LINCOLN CITY OR 97367
(541) 994-4166 Fax 996-4958
Newport Office:
(541) 574-7122 Fax 265-3820
guyfaust@hotmail.com

OREGON INSTITUTE OF TECHNOLOGY

JAMIE ALBERT, Director
3201 CAMPUS DR., BOIVIN HALL #119
KLAMATH FALLS OR 97601
(541) 885-1760 Fax 885-1761
albertj@oit.edu

PORTLAND CC

TOM LOWLES, Director
2025 Lloyd Center
Portland, OR 97232
(503) 978-5080 Fax:288-1366
tlowles@pcc.edu

ROGUE CC

JOHN LOPEZ, DIRECTOR
214 SW FOURTH STREET
GRANTS PASS OR 97526
(541) 956-7494 Fax 471-3589
jlopez@roguecc.edu

SCORE “Counselors to America’s Small Business”

SCORE is a nationwide, 13,000 member volunteer association sponsored by the U.S. Small Business Administration. SCORE matches volunteer business management counselors with clients in need of expert advice for business development questions. One of the most helpful services offered by SCORE to individuals interested in starting an export business is the advice on the basics starting a business in Oregon. For ‘export-ready’ businesses, other resources are listed in the index. SCORE can be a good first stop for an individual or a small firm interested in exploring

*Oregon Trade Finance Guide & Resource Information for Export Assistance, 2004 edition
U.S Export Assistance Center, Portland – U.S. Small Business Administration, Portland District Office*

the first steps involved in export and international trade, through access to the SBA Business Resource Center, located in the Portland SBA District Office.

Electronic Counseling via INTERNET Email can be done via <http://www.score.org>

If you want individual counseling, contact the closest SCORE Chapter address listed below.
When calling, please ask for "SCORE Counseling."

SCORE Chapter #11:

601 SW Second Ave Ste 950
Portland, OR 97204
(503) 326-3441
Fax: (503) 326-2808
scorepdx@wa-net.com
www.scorepdx.org

SCORE Chapter #269:

1401 Willamette St
Eugene, OR 97401
(541) 465-6600
Fax: (541) 484-4943
score@eugenechamber.com

Coos County Branch

(541) 269-0215

SCORE Chapter #416:

c/o Chamber of Commerce
1401 Willamette St
Eugene, OR 97401
(541) 465-6600
Fax: (541) 484-4942
[9:30 am - 1:30 p.m. M-F]
score@eugenechamber.com

SCORE Chapter #460:

P.O. Box 4024
Salem, OR 97302-1024
(503) 370-2896
score460@open.org

Satellite Office:

Linn Benton Community College
Attn: TBD Center
6500 Pacific Blvd SW
Albany, OR 97321
Albany/Corvallis (541) 917-4923
Fax: (541) 917-4831

SCORE Chapter #480:

c/o Eugene Chamber of Commerce
1401 Willamette St
Eugene, OR 97401
(541) 465-6600
Fax: (541) 484-4943
score@eugenechamber.com

SCORE Chapter #566:

1704 ½ Main St
Vancouver, WA 98660
(360) 699-1079
scorevan@iinet.com
www.scorevan.org

Satellite Office:

1563 Olympia Way
Longview, WA 98632
(360) 423-8400

TRANSLATION SERVICES

See also Translators and Interpretation in your local Yellow Pages.

AT&T Translation Services

- The service is similar to three-way calling or teleconferencing with a translator.

Information: 1-800-752-6096

Service: 1-800-628-8486 (in the USA)

Service: 1-408-648-5871 (Abroad)

Ubiquis**Simultaneous Wireless Interpretation**

305 Broadway Ste 480

New York, NY 10007

Tel: (212) 227-7440 or 1-800-221-7242

www.swiservice.com

Translators On the Web

Tel: +49 (30) 69566-400

Fax: +49 (30) 69566-210

www.translators-on-the-web.com

ViaLanguage

2828 SW Corbett Avenue

Tel: (503) 243-2007

Fax: (503) 243-1968

<http://vialanguage.com>

INTERNATIONAL ACCOUNTING FIRMS

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

Deloitte & Touche

111 SW Fifth, Suite 3900
Portland, OR 97204
Tel: (503) 222-1341

Moss Adams

222 SW Columbia, Suite 400
Portland, OR 97204
Tel: (503) 242-1447

Geffen, Mesher Inc.

888 SW 5th, Suite 800
Portland, OR 97204
Tel: (503) 221-0141

Perkins & Co.

1211 SW Fifth Ave., Suite 1000
Portland, OR 97204
Tel: (503) 221-0336

Isler & Co.

1300 SW Fifth Ave., Suite 2900
Portland, OR 97201
Tel: (503) 224-5321

Price Waterhouse Coopers

1300 SW Fifth Ave., Suite 3100
Portland, OR 97201
Tel: (971) 544-4000

KPMG LLP

1211 SW Fifth Ave. #2000
Portland, OR 97204
Tel: (503) 221-6500

Maginnis & Carey

220 NW Second, Suite 1000
Portland, OR 97209
Tel: (503) 227-0519

FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

Adcom Worldwide

7941 NE Alberta St.
Portland, OR 97218
Tel: (503) 252-3336
Fax: (503) 252-9283

Allports, Inc.

Dale Wolfer
6333 NE 112th Ave.
Portland, OR 97220
Tel: (503) 251-9109
Fax: (503) 251-9105

Allports Forwarding Inc.

215 NW Park Ave.
Portland, OR 97204
Tel: (503) 242-1201
Fax: (503) 242-1712

Associated Global Systems

5964 NE 87th
Portland, OR 97220
Tel: (503) 253-6592
Fax: (503) 253-9350

James J. Boyle & Co.

7505 NE Ambassador Place Ste. B
Portland, OR 97220
Tel: (503) 284-0909
Fax: (503) 284-6902

Bax Global

5330 NE Courier Ct., Suite A
Portland, OR 97218
Tel: (503) 284-3298
Fax: (503) 284-4292

Geo. Bush & Co., Inc.

600 NW Naito Parkway
Portland, OR 97209
Tel: (503) 228-6501

W.J. Byrne

8383 NE Sandy Blvd
Portland, OR 97230
Tel: (503) 252-6400
Fax: (503) 252-1970

Clearfreight, Inc

PacWest Center
1211 SW Fifth Avenue, Suite 2200
Portland, OR 97204
Tel: (503) 220-2285
Fax: (503) 220-2114

Coppersmith

15943 NE Cameron Blvd.
Portland, OR 97230
Tel: (503) 249-1400
Fax: (503) 249-3950

DHL Danzas Air & Ocean

15509 NE Airport Way
Portland, OR 97230
Tel: (503) 256-5204
Fax: (503) 256-2103

Eagle Global Logistics

Judy Haggin
8830 NE Alderwood Road
Portland, OR 97220
Tel: (503) 528-3500
Fax: (503) 528-3799

Expeditors International

2508 N Marine Dr.
Portland, OR 97217
Tel: (503) 254-3707
Fax: (503) 254-3758

Cont'd

Gallagher Transport Int'l

11013 39th Street, Suite A

2515 E. Evergreen Blvd
Vancouver, WA 98628
Tel: (503) 255-8101 / (360) 750-8830
Fax: (360) 750-8722

Global Trading Resources, Inc.

12695 NE Marx St.
Bldg. 12 Pacific Business Park
Portland, OR 97230
Tel: (503) 262-5506
Fax: (503) 262-5511

TLR (Total Logistics Resource)

5362 NE 112th
Portland, OR 97220
Tel: (503) 257-0513
Fax: (503) 257-0510

UPS Supply Chain Solutions

15311 NE Airport Way
Portland, OR 97230
Tel: (503) 251-2215
Fax: (503) 251-5612

INTERNATIONAL LAWYERS

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

Ater Wynne, LLP

Attorney at Law
222 SW Columbia, Suite 1800
Portland, OR 97201
Tel: (503)226-1191
Fax (503) 226-0079

Bartoloni Law Group P.C.

One World Trade Center
121 SW Salmon, Suite 1030
Portland, OR 97204
Tel: (503) 225-0702
Fax (503) 227-0739

BTI International Law Office, LLC

5285 SW Meadows Rd, Ste 370
Lake Oswego, OR 97035
Tel: (503) 620-3343
Fax:(503) 670-7999

Davis Wright Tremaine LLP

1300 SW Fifth Ave., Suite 2300
Portland, OR 97201-5682
Tel: (503) 241-2300
Fax (503) 778-5299

Emory Law Group, P.C.

Benjamin Franklin Plaza
1 SW Columbia, Suite 1880
Portland, OR 97258
Tel: (503) 226-6499
Fax (503) 226-2201

Marger, Johnson, McCollom, P.C.

1030 SW Morrison
Portland, OR 97205
Tel: (503) 222-3613
Fax (503) 274-4622

Miller, Nash, LLP

111 SW 5th , Suite 3400
Portland, OR 97204
Tel: (503) 224-5858
Fax (503) 224-0155

Preston, Gates, Ellis, LLP

222 SW Columbia Street
Suite1400
Portland, OR 97204
Tel: (503) 228-3200
Fax: (503) 248-9085

Perkins Coie

1120 NW Couch St
Portland, OR 97209
Tel: (503)727-2000
Fax (503) 727-2222

TRADE ASSOCIATIONS

American Council For Trade in Service

Executive Bldg., Suite 1030
1030 Fifteenth St., NW
Washington, DC 20005
Tel: (202) 842-1030

ASEAN-US Business Council

1101 17th Street NW, Suite 411
Washington, D.C. 20036
Tel: (202) 289-1911

African Chamber of Commerce-PNW

2001 6th Avenue, Suite 2600
Seattle, WA 98121
Tel: (206) 256-6139

American Electronics Association

5285 SW Meadows Road Ste. 200
Lake Oswego, OR 97035
Tel: (503) 624-6050

American Marketing Association-Oregon

P. O. Box 82
Portland, OR 97207
Tel: (503) 222-9204

Chinese Chamber of Commerce

730 Sacramento Street
San Francisco, CA 94108
Tel: (415) 982-3000

Clean Rivers Cooperative

200 SW Market St., Suite 190
Portland, OR 97201
Tel: (503) 228-4361

Columbia Corridor Association

P.O. Box 55651
Portland, OR 97238
Tel: (503) 287-8686

Columbia River Customs Broker Assoc.

200 SW Market Street, Suite 190
Portland, OR 97201
(503) 220-2092

Columbia River Economic Development Council

1101 Broadway, Suite 120
Vancouver, WA 98660
Tel: (360) 694-5006
Fax (360) 694-9927

Columbia River Shippers Association

200 SW Market, #190
Portland, OR 97201
Tel: (503) 228-4361
Fax (503) 295-3660

Columbia River Towboat Association

200 SW Market St., Suite 190
Portland, OR 97201
Tel: (503) 228-4361

District Export Council

c/o U.S. Dept. of Commerce
One World Trade Center
121 SW Salmon St., Suite 242
Portland, OR 97204
Tel: (503) 326-3001

Eugene Area Chamber of Commerce

Chris Nystrom, Business Assistance
1401 Willamette Street
Eugene, OR 97440-1107
Tel: (541) 242-2355

Fort Vancouver Seafarer's Center

P. O. Box 1102
Vancouver, WA 98666
Tel: (360) 694-9300

Foundation for Russian American Economic Cooperation

Carol Vipperman, President
2601 4th Avenue, Suite 310
Seattle, WA 98121
Tel: (206) 443-1935

International Assoc. of Business Communicators

One Hallidie Plaza, Suite 600
San Francisco, CA 94102
Tel: (415) 544-4700

Japan America Society of Oregon

Dixie McKeel, Executive Director
312 NW Second Ave.
Portland, OR 97209
Tel: (503) 552-8811

JETRO- San Francisco

235 Pine Street, Suite 1700
San Francisco, CA 94104
Tel: (415) 392-1333
Fax (415) 788-6927

Korean Trade Promotion Corporation

4801 Wilshire Blvd., Suite 104
Los Angeles, CA 90010
Tel: (323) 954-9500

Legislative Committee on Trade and Economic Development

900 Court Street NE, Room 453
Salem, OR 97301
Tel: (503) 986-1813

Maritime Fire & Safety Association

200 SW Market Street, Suite 190
Portland, OR 97201
Tel: (503) 220-2055

The Merchant's Exchange of Portland

200 SW Market Street, Suite 190
Portland, OR 97201
Tel: (503) 228-4361

National Association of Credit Managers Oregon Inc.

7931 NE Halsey St. Ste. 200
Portland, OR 97213
Tel: (503) 257-0802

Northwest Environmental Business Council (NEBC)

Alaska, Idaho, Montana, Oregon, Washington
Susan Hanf, Executive Director

P.O. Box 672
Portland, OR 97207
Tel: (503) 227-6361
Fax (503) 222-5050

Northwest China Council

127 NW 3rd Avenue
Portland, OR 97209
Tel: (503) 973-5451

Northwest Food Processor Association

9700 SW Capitol Hwy, Suite 250
Portland, OR 97219
Tel: (503) 327-2200

Northwest Wood Products Association

149 SW 9th, Suite 2
Bend, OR 97701
Tel: (541) 385-9910
Fax (541) 317-3558

Oregon Agricult. Commodity Commission

Department of Agriculture
1207 NW Naito Parkway, Suite 104
Portland, OR 97209
Tel: (503) 872-6600

Oregon APEC Education & Research Alliance

One World Trade Center
121 SW Salmon Street, Suite 210
Portland, OR 97204
Tel: (503) 279-9382

Oregon Bioscience Association

3786 SW Lyle Court
Portland, OR 97281
Tel: (503) 241-3834

Oregon Environmental Council

222 NW Davis Street, Suite 309
Portland, OR 97209
Tel: (503) 222-1963

Oregon Feed, Seed, Grain & Suppliers Association

2380 NW Roosevelt
Portland, OR 97210
Tel: (503) 226-2758
Fax (503) 224-0947

Oregon Gourmet Foods Association

1200 NW Naito Parkway #290
 Portland, OR 97209
 Tel: (503) 241-1487 #3

Oregon State Bar

5200 SW Meadows Rd.
 Lake Oswego, OR 97035
 Tel: (503) 620-0222

Oregon Society of Certified Public Accountants

10206 SW Laurel St
 Beaverton, OR 97005
 Tel: (503) 641-7200

Oregon Trucking Associations, Inc.

4005 SE Naef Road
 Portland, OR 97267
 Tel: (503) 513-0005

Oregon Wheat Commission

1200 NW Naito Pkwy., Suite 370
 Portland, OR 97209
 Tel: (503) 229-6665
 Fax (503) 229-6584

Pacific Maritime Association

101 SW Main St., Suite 330
 Portland, OR 97204
 Tel: (503) 827-4000

Pacific Northwest Grain & Feed Association

200 SW Market, Suite 348
 Portland, OR 97201
 Tel: (503) 227-0234
 Fax (503) 227-0059

Pacific Northwest Waterways Association

1500 NE Irving Street, Suite 540
 Portland, OR 97232
 Tel: (503) 234-8550

Portland Steamship Operators Association

200 SW Market Street, Suite 190
 Portland, OR 97201

Tel: (503) 220-2518

Portland Business Alliance, International Trade Dept.

221 NW Second Ave.
 Portland, OR 97209-3999
 Tel: (503) 228-9411

Software Association of Oregon

111 SW 5th Ave., Suite 120
 Portland, OR 97209
 (503) 228-5401

United States- Arab Chamber of Commerce

8929 South Sepulveda Blvd. Ste 310
 Los Angeles, CA 90045
 Tel: (310) 646-1499

U.S. Wheat Associates

1200 NW Naito Parkway, Suite 600
 Portland, OR 97209
 Tel: (503) 223-8123
 Fax (503) 223-5026

Washington Public Ports Association

1501 Capitol Way, Suite 304
 Olympia, WA 98507
 Tel: (360) 943-0760
 Fax (360) 753-6176

Western Wood Products Association

522 SW 5th, Ste. 500
 Portland, OR 97204
 Tel: (503) 224-3930
 Fax: (503) 224-3934

World Affairs Council of Oregon

Jeffrey Markley, Executive Director
 620 SW Main Ste. 333
 Portland, OR 97205
 Tel: (503) 274-7488
 Fax (503) 274-7489

ECONOMIC DEVELOPMENT AGENCIES

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